

## Message Text

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PAGE 01 KHORRA 00080 040930Z

13

ACTION COME-00

INFO OCT-01 NEA-05 ADP-00 EB-11 RSR-01 RSC-01 /019 W

----- 129005

R 040835Z SEP 73

FM AMCONSUL KHORRAMSHAHR

TO SECSTATE WASHDC 103

INFO AMEMBASSY TEHRAN BY POUCH

UNCLAS KHORRAMSHAHR 080

DEPT PLEASE PASS COMMERCE

E.O. 11652: NA

TAGS: BDIS IR

SUBJ: NABISCO INC.'S DATE PURCHASE CONTRACT

REF: STATE 172248

1. NABISCO REP MICHAEL LEETE PRESENTLY IN BASRA;  
NOT EXPECTED RETURN KHORRAMSHAHR BEFORE 9 SEPT.  
CONOFF MET WITH HAMDOLLAH SHARIFI, PRESIDENT KIMIA  
CO, TO DISCUSS ISSUE MENTIONED REFTEL. SHARIFI  
CONFIRMED THAT MEMBERS OF MOVAGHAR DATE EXPORT  
GROUP, AND SOME REPS FROM SHARIFI'S OWN GROUP,  
SIGNED AGREEMENT WITH EXPORT PROMOTION CENTER REP  
(NOT ALIZADEH) TO DEMAND HIGHER PRICESFROM NABISCO.  
SHARIFI WAS NOT PRESENT FOR THIS MEETING, BUT LATER  
ARGUED FORCEFULLY THAT NEW PRICES NOT COMPETITIVE WITH  
IRAQI QUOTATIONS AND THAT VIOLATION OF NABISCO  
CONTRACT COULD HURT IRANIAN DATE EXPORTERS IN LONG RUN. HE  
CARRIED HIS POINT, AND THE NEW AGREEMENT WAS ABANDONED. SHARIFI  
ASSURED CONOFF THAT ALL PROVISIONS OF THE NABISCO CONTRACT  
WOULD BE MET BY HIS GROUP.

2. JALAL MOVAGHAR EXPORT GROUP SIGNED CONTRACT WITH LEETE SEVERAL  
DAYS AGO ON EXACTLY SAME TERMS AS KIMIA CO. MOVAGHAR'S SON AND  
PARTNER MAINTAINS ONLY REASON THAT GROUP GAVE UP DEMAND FOR HIGHER  
PRICES WAS

BECAUSE ELDER MOVAGHAR AGREED TO ORIGINAL

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PAGE 02 KHORRA 00080 040930Z

CONTRACT DURING JUNE MEETING WITH NABISCO REP IN LONDON. LATER

CHANGED HIS MIND, DECIDING TERMS NOT GOOD ENOUGH. MOVAGHAR  
GROUP UNHAPPY ABOUT PRICES THEY ARE RECEIVING FROM NABISCO,  
MAINTAINING THAT INCREASED LABOR AND PRODUCTION COSTS OFFSET  
PROFIT, AND ADDED THAT ANY FUTURE AGREEMENTS MUST OFFER  
SUBSTANTIALLY BETTER TERMS.  
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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 04 SEP 1973  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
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**Reference:** STATE 172248  
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**Review Authority:** martinjw  
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**Review Transfer Date:**  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** NABISCO INC.'S DATE PURCHASE CONTRACT  
**TAGS:** BDIS, IR  
**To:** STATE  
**Type:** TE  
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